

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 NEA-10 ADP-00 CAB-09 CIAE-00 COME-00

DODE-00 INR-09 NSAE-00 RSC-01 FAA-00 XMB-07 OMB-01

TRSE-00 RSR-01 AID-20 /095 W
----- 038218

R 130857 Z MAR 73

FM AMEMBASSY BEIRUT

TO AMEMBASSY TEHRAN

INFO SECSTATE WASHDC 1049

FAA BRUSSELS

AMEMBASSY PARIS

AMEMBASSY LONDON

C O N F I D E N T I A L BEIRUT 2841

DEPT PASS COMMERCE AND EXIM BANK

E. O. 11652: ADS, DECLAS 12/31/72

TAGS: ETRN, IR

SUBJ: IRAN AIR REEQUIPMENT

1. INFORMED DOUBLAS AIRCRAFT CO (DIV OF MCDONNELL DOUGLAS)
SOURCES BEIRUT INDICATE IRAN AIR WILL RENDER LONG- RANGE WIDE-
BODIED AIRCRAFT ACQUISITION DECISION BY LATE APR OR EARLY MAY,
1973. REQUIREMENT APPEARS TO BE FIRM ORDER TWO ACFT WITH
OPTIONS FOR THIRD AND FOURTH. POHLE ALSO REPORTS IRAN AIR
HIGHLY INTERESTED IN, AND AS SEPARATE LATER 1976-77 REQUIREMENT,
PROVISIONAL MCDONNELL DOUGLAS DC-10 TWIN FOR DEPLOYMENT ON
IRANIAN DOMESTIC AND REG/ GULF ROUTES. DC-10 TWIN WHICH MAY
BECOME FIRM PROGRAM BY SUMMER 73, THUS EMERGES AS POSSIBLE
VIALE U. S. COMPETITOR TO AIRBUS INDUSTRIE A-300 B (HERETOFOR
SPECIFICALLY MENTIONED IN IRAN AIR' S FLEET PLAN) FOR IRAN AIR' S
GROWING DOMESTIC AND REG/ GULF REQUIRMENTS.

2. GEORGE POHLE, DOUBLAS MIDDLE EAST REP, INDICATES CONVERSATIONS
WITH GENERAL ALI KHADEMI, MANAGING DIRECTOR OF IRAN AIR, POINT
TO SOME ELEMENTS OF DOUBT WHETHER OR NOT IRAN AIR WILL FIRMLY
GO AHEAD WITH PRELIMINARY BAC- AEROSPATIALE PURCHASE EQUIPMENT
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(WHICH HAS MANY LOOPHOLES) TO ACQUIRE TWO CONCORDES. DOUBLAS HAS LATELY BEEN ASKED TO MAKE TWO FLEET PLAN PROPOSAL STUDIES FOR IRAN AIR, WITH AND WITHOUT TWO CONCORDES. POHLE STATES GENERAL KHADEMI AND STAFF HAVE LATELY IMPRESSED SHAH WITH FACT ACQUIRING CONCORDES DOES NOT ELIMINATE REQUIREMENT FOR WIDEBODIED AIRCRAFT, WHICH IS AIRLINE' S FIRST AND PARAMOUNT REEQUIPMENT REQUIRMENT. WE NOTE, HOWEVER, CONCORDE DECISION MAY STILL BE DESIRED BY SHAH, FOR POLITICAL REASONS.

3. ALTHOUGH GEN KHADEMI VERY GUARDED IN COMMENTS ABOUT WHICH OF THREE COMPETING U. S. WIDEBODIED AIRCRAFT WILL BE SELECTED BY IRAN AIR (BOEING 747-286 B, LOCKHEED L-1011-1/ L 1011-2 TRISTAR, MCDONNELL DOUGLAS (LONG BEACH) DC-10-30/40, GEN M. KHATEMI, CHAIRMAN OF THE AIRLINE AND CHIEF OF STAFF OF THE ROYAL IRANIAN AIR FORCE, HAS (ACCORDING POHLE) INDICATED STRONG PREFERENCE FOR DC-10/30/40. THIS INTEREST MAY ALSO BE SPARKED BY GEN KHATEMI' S HIGH REGARD FOR IRANIAN AIR FORCE F-4 D/ F-4 E PHANTOMS AND AIR FORCE INTEREST IN ACQUIRING NEW F-15 EAGLE AIR- SUPERIORITY FIGHTERS, BOTH MANUFACTURED BY MCDONNELL DOUBLAS (ST LOUIS).
BUFFUM

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*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 MAR 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: hilburpw
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973BEIRUT02841
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: ADS, DECLAS 12/31/72
Errors: n/a
Film Number: n/a
From: BEIRUT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730326/aaaahpus.tel
Line Count: 90
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: hilburpw
Review Comment: n/a
Review Content Flags:
Review Date: 02 AUG 2001
Review Event:
Review Exemptions: n/a
Review History: WITHDRAWN <31-Jul-2001 by davisw, RDFRD>; RELEASED <02-Aug-2001 by hilburpw>; APPROVED <02-Aug-2001 by hilburpw>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> jms 971126
Subject: IRAN AIR REEQUIPMENT
TAGS: ETRN, IR
To: EB
FAA BRUSSELS
LONDON
PARIS
SECSTATE WASHDC
TEHRAN
Type: TE

Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005